

Registered Office Address: Mindtree Limited Global Village, RVCE Post, Mysore Road, Bengaluru – 560059, Karnataka, India.

Corporate identity Number (CIN): L72200KA1999PLC025564

E-mail: info@mindtree.com

Ref: MT/STAT/CS/2021-22/140

February 23, 2022

To

BSE Limited

Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai 400 001

BSE: fax: 022 2272 3121/2041/61

Phone:022-22721233/4

email: corp.relations@bseindia.com

To

National Stock Exchange of India Limited

Exchange Plaza, Bandra Kurla Complex,

Bandra East, Mumbai 400 051 NSE: fax: 022 2659 8237 / 38 Phone: (022) 2659 8235 / 36 email: cmlist@nse.co.in

Stock Code/Symbol: 532819/MINDTREE

Dear Sirs,

Sub: Investor Presentation

Please find enclosed Presentation made to the Investors at the Investors meet today 'Possibilities Summit: Mindtree Investor Day 2022'. The same is also being uploaded on our website.

Thanking you.

Yours faithfully,

For Mindtree Limited

Subhodh Shetty Company Secretary

Membership No. A13722

W www.mindtree.com



Safe Harbor

This presentation may contain forward-looking statements, which involve a number of risks and uncertainties that could cause our actual results to differ materially from those in such forward-looking statements.

We do not undertake to update any forward-looking statement that may be made from time to time by us or on our behalf.



Possibilities Summit

INVESTOR DAY





February 23

IST 5:30 p.m

Welcome to Possible

12:00 p.m.

Debashis Chatterjee (DC)

EST 7:00 a.m.

Chief Executive Officer and Managing Director

IST 6:00 p.m.

GMT

EST

EST

EST

12:30 p.m.

7:30 a.m.

Venu Lambu

Executive Director and President, Global Markets

Mukund Rao

Chief Business Officer – Banking, Financial Services and Insurance

Getting Businesses to the Future, Faster

Manikandesh Venkatachalam Chief Business Officer - Travel, Transportation and Hospitality

Radhakrishnan Rajagopalan

Global Delivery Head -Technology Services

7:45 p.m.

EST

Maximizing Shareholder Value 2:15 p.m.

Vinit Teredesai

9:15 a.m.

Chief Financial Officer

IST 8:00 p.m.

Rejuvenating Talent Strategy

GMT	2:30 p.m.

Suresh Bethavandu Chief People Officer

EST	9:30	a.m

2:45 p.m.

9:45 a.m.

EST

0 & A

IST 7:10 p.m.

GMT 1:40 p.m. Break

IST 7:15 p.m.

Transforming Businesses in the Digital Era

GMT 1:45 p.m. A fireside chat with Ken Solon 8:45 a.m.

8:40 a.m.

Executive Vice President, Chief Information Officer and Head of IT, Digital and Enterprise Services Lincoln Financial Group

Get to the future, faster







Debashis Chatterjee

Chief Executive Officer & Managing Director **UP NEXT**

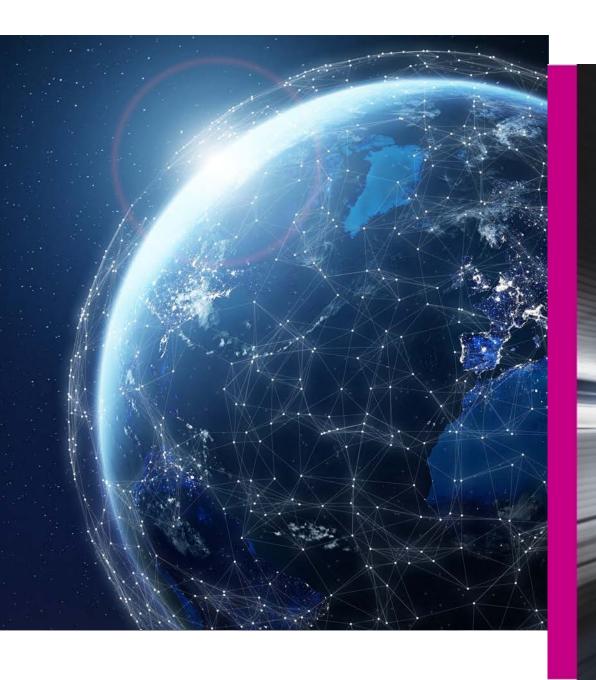
Welcome to Possible

WELCOME TO POSSIBLE

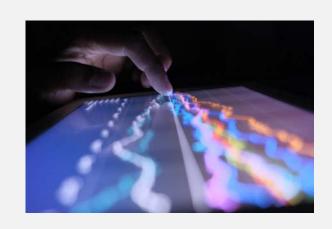
Get to the future,

+ faster*

Debashis Chatterjee
Chief Executive Officer & Managing Director



Disruptions Over The Decade Have Accelerated Change











2001

DOT.COM BUST

IT Outsourcing

18X Rev Growth

2008

WALL ST. HITS MAIN ST.

Digital Adoption

2.5X Rev Growth

2020

PANDEMIC

Digital Acceleration

\$350B by FY26 led by Digital Transformation



We Kept Evolving to Client Needs During the Pandemic...



Help & Grow



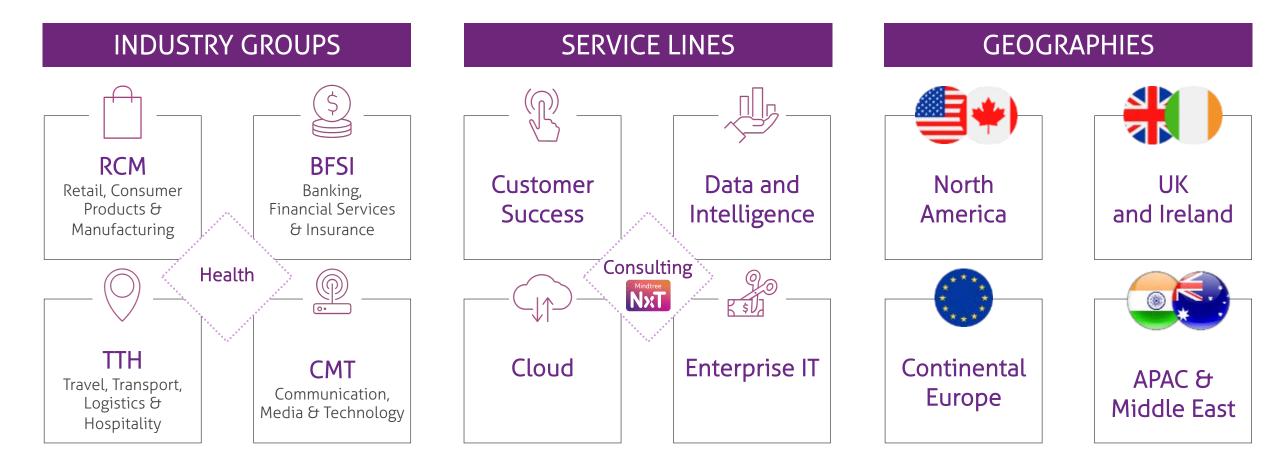
Redefine Customer Success



Reimagine Core & Add New Possibilities



...Successfully Leveraging Our Simple and Focused Strategy





...And Delivering Strong Profitable Growth



Revenue (9 months)

\$1.03B USD

~ \$1.5B USD exit annual run rate as of Q3 FY22



EBITDA Margin (9 months)

20.8%

5 consecutive quarters of 20%+ EBITDA



Earnings per Share (Q3 FY22)

₹26.50 INR

38% increase in 9 months



Market Cap (as on Jan 31)

~ \$8.8B USD

~ 92% increase since Apr 1, 2021



Active Clients (Q3 FY22)

265

22 new logos added in 9 months



Headcount (Q3 FY22)

31,959

8,000+ net additions in 9 months



Industry and Client Needs Are Evolving Faster Now















Geared Up to Take Businesses to the Future, Faster

What?



Being

Consulting-led



Focusing on

Business Outcomes



Delivering Digital Transformation at **Global Scale**





Deepening Strategic Domain & Technical **Partnerships / Alliances**



Simplifying and Streamlining

Capabilities & GTM



Expanding

Presence Across Geos



Rejuvenating

Talent Strategy



Our 3-Pronged Approach



Accelerate



Expand



Incubate



Accelerate





Cross-sell Leveraging Brand Permission In **Focused 100 Clients**



Build On Momentum Gained In BFSI & TTH



Focused Approach On M&A and Structured Deals



Delivering Digital At Global Scale Across Cloud, Customer Experience, Data, Enterprise Apps



Expand





Expand Presence Across New Geos Nordics, Benelux, DACH, and APAC



Digital Engineering Capability at **Scale**



Expand New Industry Segments
Ex: Healthcare



Emerge As A Strong Player In

Cybersecurity, Platform Tech & Ops,
And Industry 4.0 Leveraging NxT



Incubate





Partner With Start-up Ecosystem, Academia



Co-innovate With Clients



Build Proof Of Technology & Solutions



Low Code / No Code

and rivor or recliniotogy o solution





Web 3.0 / Blockchain

Metaverse







Clean Tech

Quantum Tech

Applied AI





Rejuvenating Our Talent Strategy

"ONE SIZE FITS ONE"

Customized & tailored strategy based on technology services & employee profile

IN PURSUIT OF "BETTER EXPERIENCE"

Making it an impactful experience for candidates and employees

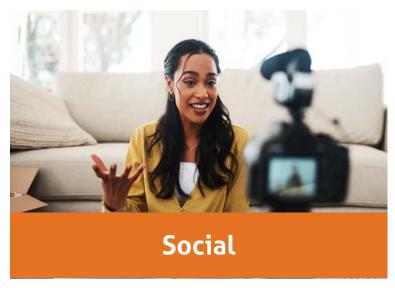
"GO TO TALENT"

Focus on getting to the right talent, at the right place, at the right time

Our ESG Commitment



- Achieve carbon neutrality, 100% renewable energy internally by 2030
- 10 million USD cumulative funds dedicated for green tech innovation, R&D* by 2025
- 100% water recycled on dedicated campuses by 2025



- **500,000** lives to be impacted globally via skilling & education by 2030
- 40% women minds in workforce by 2030
- 90th+ percentile eNPS score (trusted employer with work ethos) by 2025



- 50%+ independent directors maintained on our Board
- 100% training on code of conduct for employees, suppliers, partners by 2025
- **ISO 27701, ISAE 3000** certifications globally data privacy & security audits

In conclusion, we will strive to take

Clients | Talent | Stakeholders

to the future, faster







Venu Lambu
Executive Director & President
Global Markets

UP NEXT

Getting businesses to the future, faster



Get to the future, + faster*

Venu Lambu
Executive Director & President, Global Markets

A Look Back at FY22

	STRATEGIC LEVERS FOR FY22	ACCOMPLISHMENTS
	Expand Wallet Share	 22 new logos added 80%+ Revenue (YTD FY22) from FOCUS 100 accounts
	Whitespace Opportunities	 Incubated Health Industry Group Acquired Mindtree NxT for Industry X.0 Capabilities
	Double Down in Europe	 Investment in Poland Nearshore Center Expansion in Germany, Finland, and Denmark
FY 20 22	Hypergrowth with Hyperscalers	 Service Now Partnership Level from Premier to Elite 13 New Solutions Launched on GCP Earned AI/ ML Azure Specialization
	Industry Partnerships & Consulting	 Strengthened Consulting with 70+ Consultants Launched New Offerings the Areas of Sustainability (ESG), M&A, Metaverse
	Market & Thought Leadership	 70+ Industry Analyst Mentions in Our Strength Areas 'Strikingly Different' Training for Sales



What Our Clients Are Saying

"Core modernization is not simply migrating platforms to cloud..."

CTO, A LEADING REAL ESTATE COMPANY

"There is a huge opportunity in AI/ML in transforming how business processes work..."

CHIEF INNOVATION OFFICER,
A GLOBAL CHARITABLE INSTITUTION

"Sustainability has become a holistic agenda across our organization..."

SVP & CIO, A LEADING FOOD COMPANY

"...We are moving the personalization conversation a step further to customer empathy..."

SVP, CHIEF EXPERIENCE OFFICER, A LEADING CONFECTIONARY MAKER

"Strategic partnerships are the key when scaling needs to be done continuously for faster outcomes. **Simplifying the ecosystem** helps the organizations to scale better"

VP, LEADING GLOBAL HEALTHCARE COMPANY

"...learning has translated into extensive use of next generation technologies—automation, digital twinning, sensorization"

CIO & HEAD OF IT, LEADING GLOBAL CPG COMPANY



Market Analysts' Views

The Artificial Intelligence
(AI) market is expected to break the \$500 billion mark in 2023.

Worldwide IT spending is projected to total \$4.5 trillion in 2022, an increase of 5.1% from 2021. GARTNER

By 2025, more than 50 billion devices will be connected to the Industrial Internet of Things (IIoT).

MCKINSEY

Over half of enterprise IT spending in key market segments to shift to the cloud by 2025.

GARTNER

Digital economy to hit **4.8 trillion USD during second digital revolution**.

OVUM

25% of people will spend at least one hour per day in the metaverse by 2026.

GARTNER



Digital Transformation is Multi-staged



DIGITIZE



Digitizing existing business processes

REIMAGINE



Reimagining digitized business process

REDEFINE



Redefining existing business model

FUTURE-READY



Getting to the **future-ready** businesses

Businesses are in different stages of digital transformation & can move based on their maturity



Our Big Bet

We are enabling our clients to...

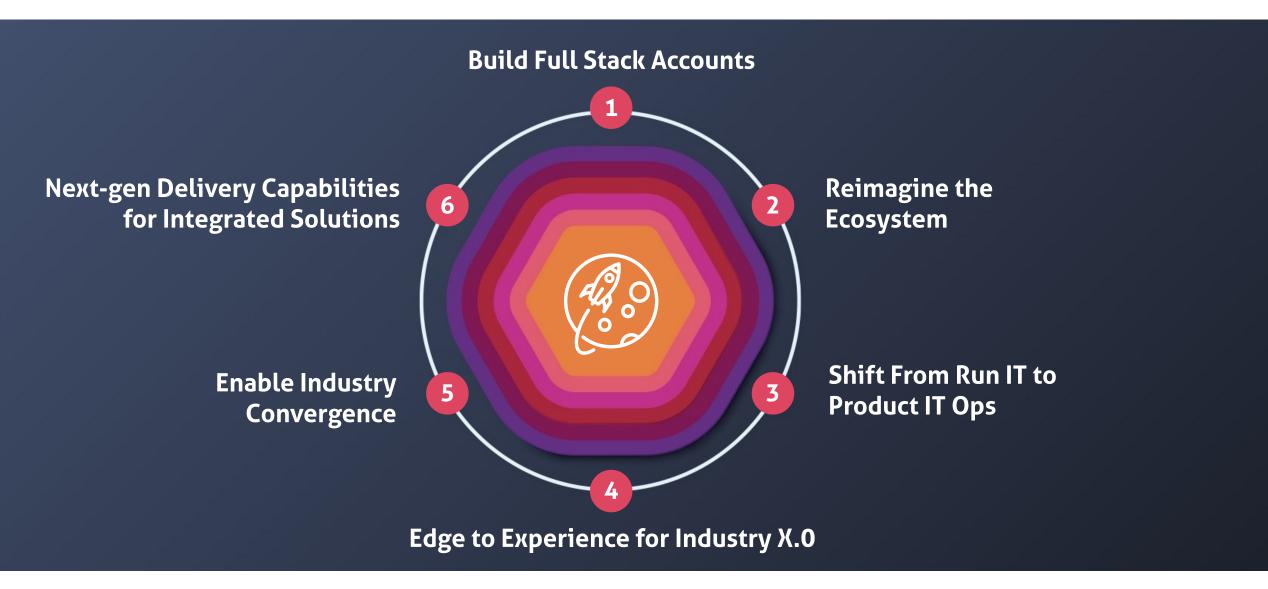
Get to the future,

+ faster*





Strategic Levers for FY23



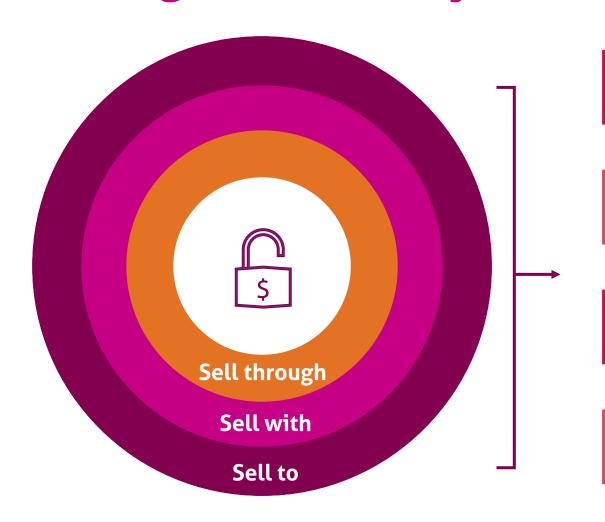




Transforming a US-based Life, Annuity, and Retirement Provider As a Digital Powerhouse Built for the Cloud

By Partnering Across Digital, Data, and Cloud for the Enterprise

Reimagine the Ecosystem



Unlocking Business Value: Energized Ecosystem

Strategic Tech Roadmap for Customers

Focus on Co-creation, Co-innovation, and Co-investment for Future-ready Solutions

Curated Ecosystem Partners to Reduce Complexity

Governed, funded, and enabled by a dedicated hyperscaler unit





Helping a Footwear Brand Transform the Digital Experience for Athletes

Shift From Run IT to Product IT Ops





INDUSTRY X.0
BLUEPRINT



DIGITAL OPERATIONS

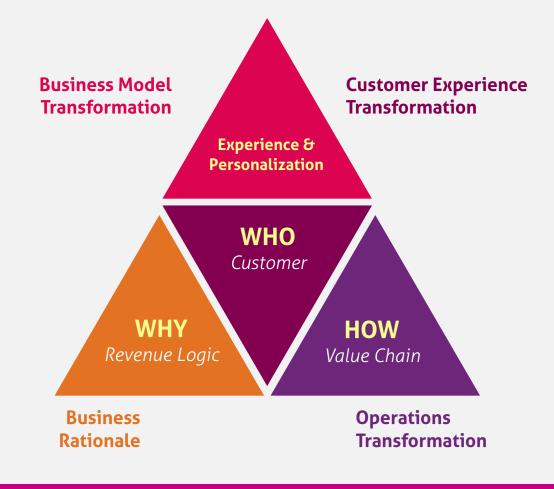


IT-OT CONVERGENCE

Digital Smart Factory Strategic Assessment—65 factories, 40 mines, 5 core departments over 7 regions, to execute Industry 4.0 Projects

By Leveraging Edge-to-Experience Capabilities through Mindtree NxT





Helping a Leading US-based Real Estate Company Move from Traditional Business to a Platform Company with Capabilities for Exchange of Financial, Communication, and Tenant Services

By Business Model Reimagination Led by Consulting Engagement





Manikandesh Venkatachalam

Chief Business Officer—Travel, Transportation and Hospitality **UP NEXT**

Getting businesses to the future, faster

Travel, Transport & Hospitality





Strong Recovery Expected from March 2022



Southwest's

Omicron impact does appear to be isolated to January and February. And we expect a profit in March.

Robert E. Jordan Executive Vice President & Incoming Chief Executive Officer, Southwest Airlines Co.



▲ DELTA

We remain confident in a strong spring and summer travel season, with significant pent-up demand for consumer and business travel both domestically and internationally.

Edward Herman Bastian Chief Executive Officer & Director, Delta Air Lines, Inc



American Airlines

Bookings are recovering fast after dropping off due to Omicron however they are not back to pre-omicron levels yet.

Robert Isom Incoming Chief Executive Officer, American Airlines



MARRIOTT VACATIONS WORLDWIDE

While we have seen a modest impact in January related to Omicron, forward looking trends remain strong, illustrating the resiliency of our leisure-focused business model

Stephen P Weiss Chief Executive Officer, Marriott Vacations Group



RYANAIR

We hope that the rollout of booster vaccines across Europe in recent weeks, and growing evidence that Omicron is less virulent than other variants, will enable EU governments to remove travel restrictions and restore consumer confidence in inter EU air travel well in advance of Easter

Michael O'Leary Chief Executive Officer, Ryanair



Changing Customer Needs and Demand Shifts

TODAY TOMORROW

Re-imagining the Existing Business



Touchless Check-in Kiosks



Contactless Arrival & Mobile Key



Contactless Car Rental

Future Ready



Air Cargo Logistics Business



Subscription Travel Model

Digitizing Existing Business Processes



Reservation System Mainframe to Cloud Migration



Call Center Modernization



Automated Refunds Processing

Redefining the Business Model



New Loyalty & Alliance
Products



Holidaying: Experiences,
Not Destinations

Existing Business

New Business



Travel Cloud

Travel companies need to use cloud for innovation to unlock new business value. The hyperscalers have now enabled solutions with specific industry cloud focus to grow and innovate for the future.



Traveler 360 Hyper-personalization



Next Generation Contact Center



Cloud Data Pricing Solution



Mainframe Modernization



Disruption Recovery Solution



Contactless Travel







Mukund Rao
Chief Business Officer —Banking,
Financial Services and Insurance

UP NEXT

Getting businesses to the future, faster

Banking, Financial Services & Insurance

Clients are Looking to Get to the Future, Faster

Entering 2022

Banks emerged Stronger

Rapid growth in Digitization

Convergence of Industries

Heightened M&A

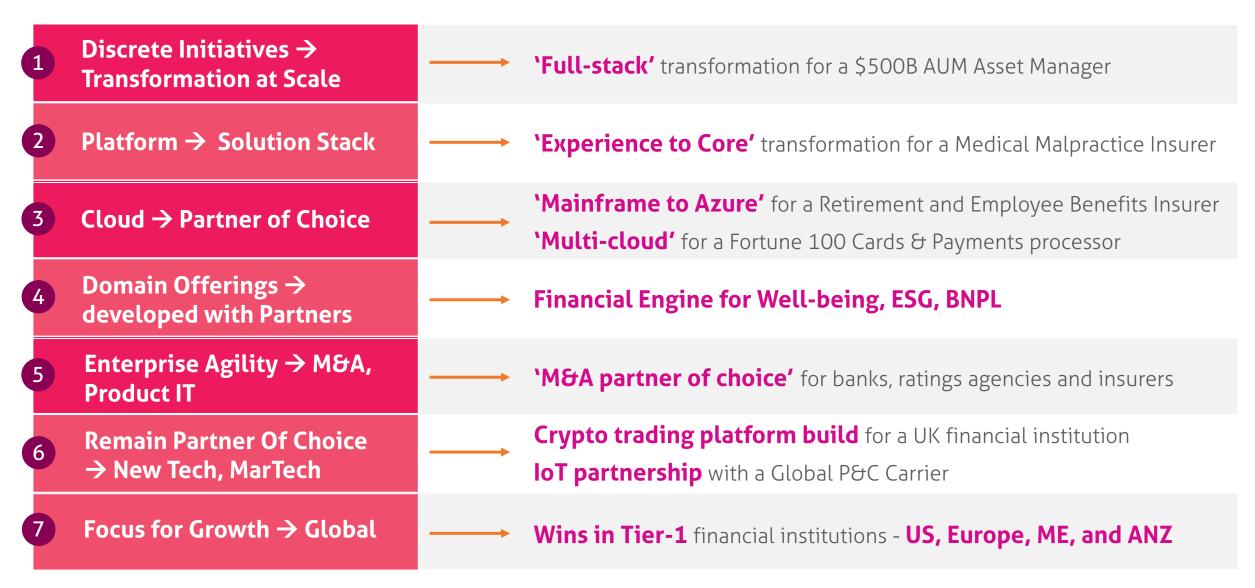
Drive to be Purpose Driven Organizations

Evolving Themes

- 1 Business-first Digital Transformation at Scale
- Platform Stacks → Solution Stacks
- 3 Cloud at the Heart of the business
- Empowering Customers
- 5 Agility + Efficient Operations



Evolving Mindtree BFSI — helping clients get to the Future, *Faster*





Reimagining the Ecosystem











Industry Partnerships



Cloud native composable core banking platform



Digitized loan origination platform built on Salesforce



SaaS cloud ready payments platform



Integrated trade and risk management suite



Enterprise Data Management tool



Full Suite P&C platform — policy, billing and claims modules

SAPIENS
Partnering for Success

Decision management platform for property & casualty, life & annuities and more

FinTech and InsurTech Partnerships



AI/ML-based powered platform to reduce AML false positives



AI-powered financial risk decisioning using alternate data



Salesforce based digital lending platform



Deep learning / NLP platform to transform unstructured documents into structured insights



ESG investment research & risk analytics platform



Al/Vision Learning solution for auto claim assessment unqork

Low code digital solutions for personal and commercial lines

Enterprise Partnerships



Impact at Scale

Transformation Partner for Digital, Data, Cloud and Infrastructure for A US Fortune 250 Life, Annuity, and Retirements Provider

17 Million Lives Across Life, Annuity, and Retirement Plans

\$303 Billion in AUM

17.5 Billion in GWP

Transforming Benefit Administration for a Global Supplementary Insurer

50 Million Lives Globally

7 Million Members (Employees)

470,000 Groups (Employers)

80,000+ Agents & Brokers

Product-IT Model Evolution, Modernization to Native Cloud, Data Fabric on the Cloud for a large Global Credit Ratings Agency

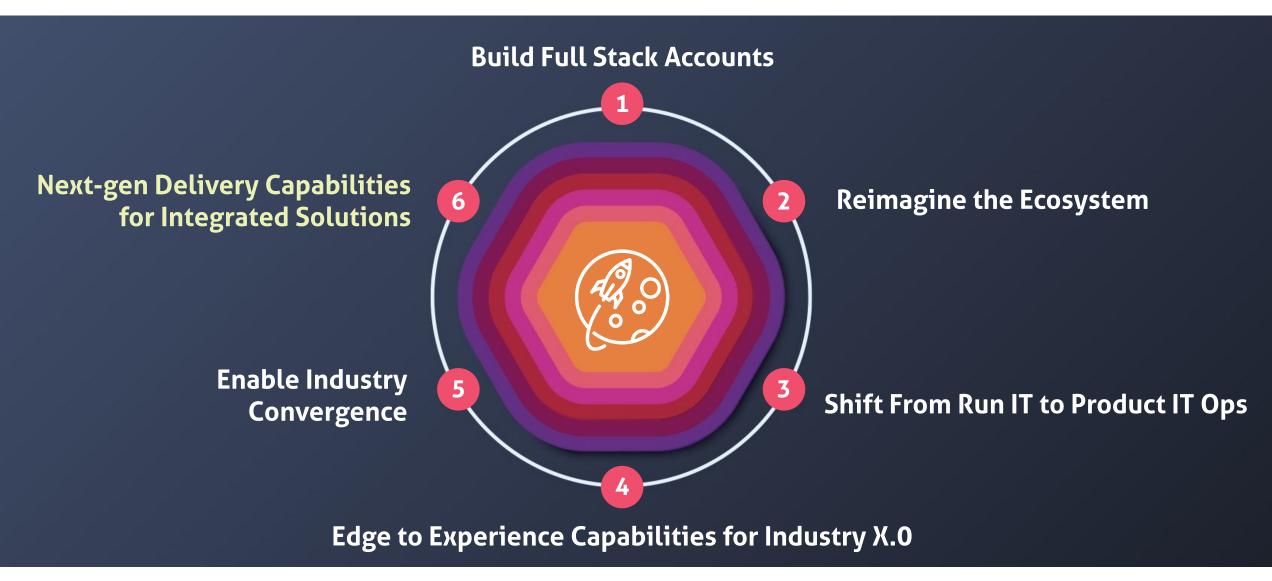
2.8+ Billion Consumer Credit Card Files Delivered21.7 Million Mortgages and Home Equity Loans Enabled85 New Products Delivered just in 2021

Built and Evolving the Centralized Global Risk Management System for a Fortune 100 Cards & Payments Major

52 Markets, Daily review of Risk AssessmentOver 3 Billion Risk Assessments AnnuallyAcross 110 Million Credit Card Clients



Strategic Levers for FY23









Radhakrishnan Rajagopalan

Global Delivery Head— Technology Services **UP NEXT**

Getting businesses to the future, faster

Building Integrated Solution Capability for Future, Faster

Building Integrated Solution Capability for Future, Faster



Strengthening **CAPABILITIES**

Deepening our partnerships across hyperscalers, incubating emerging technologies and investing on platforms to drive efficiencies at scale



Autonomous **WORKFORCE**

Right blend of human and digital workforce coupled with environment for continuous learning to create self-sufficient teams





Strengthening Our Core and Embracing Next-gen Tech Capabilities

Synergizing Service Spectrum

to provide integrated & holistic services addressing needs across the CxOs



Platform & Operations Services



Insights & Knowledge Services



Immersive Experience Services

Deepening Our Partnerships

Dedicated competency center for hyper scalers and nurturing partnership on emerging technologies



Joint GTM With Hyperscalers



Strategic Platform Collaboration



Training & Enablement

Next-Gen Tech



Investing on Platforms

Enabling scale and repeatability to accelerate customer's transformation journey



Omni Channel Payer in a Box Vehicle Maintenance



Asset Insight/ Smart Worker/ Geospatial



Customer Data Platform

Incubating Technologies of the Future

to build the right foundation and readiness to facilitate our customer's transformation roadmap



AR-VR Blockchain



Web 3.0 Meta



Knowledge Graphs Process Analytics



Building An Autonomous Workforce



VERSATILE WORKFORCE

- Focus on full-stack developers across hyperscalers
- Improved productivity through automation & bot-based virtual assistants & advisers



IMMERSIVE

- Simulation-based virtual training environment for cross-skilling and upskilling
- Partners led training and certifications
- Collaboration with academia for creating industry-ready talent pool



ENGAGING

- Hybrid and Nomadic workplace technology-driven, locationindependent teams
- **Platforms for communities** to improve collaboration



Synergized the Service Delivery





Output / Outcome-based "As-a-service" Next-gen Delivery Models



→ Xops-centric Unified Service Delivery for □←Ŏ Continuous Business Value Amplification



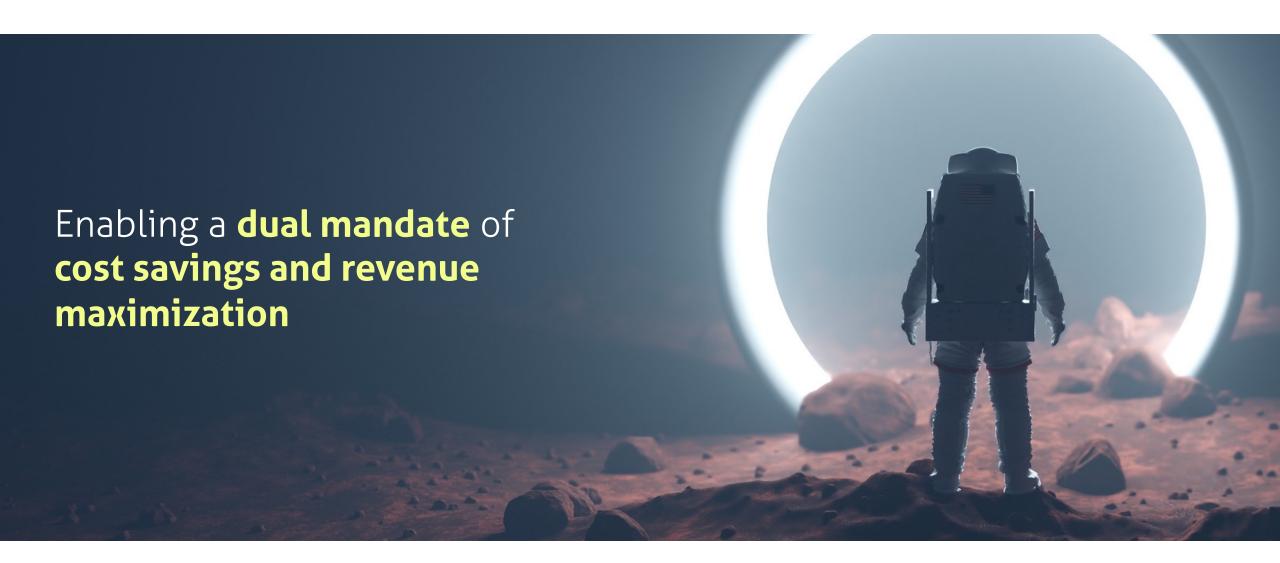
Offering-led Techno-functional Teams to Drive **Industry Solutions**



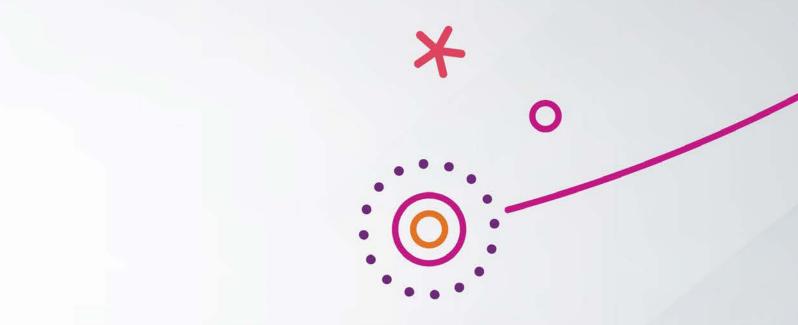
Integrated Service Delivery to Drive 360° Digital Transformation



Helping Clients Get to the Future, Faster







Break







February 23



Ken Solon

Executive Vice President, Chief Information Officer and Head of IT, Digital and Enterprise Services

Lincoln Financial Group

UP NEXT

Transforming Businesses in the Digital Era

A Fireside Chat





Vinit Teredesai
Chief Financial Officer

UP NEXT

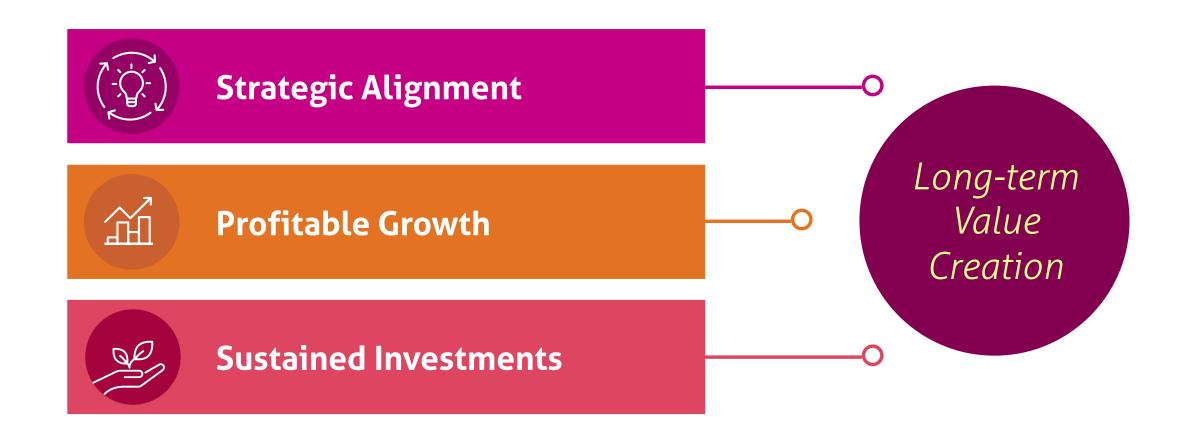
Maximizing Shareholder Value



Get to the future, + faster*

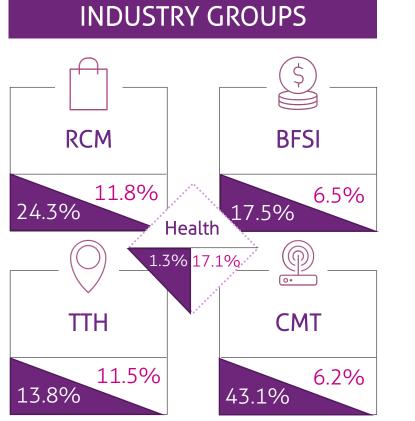
Vinit Teredesai Chief Financial Officer

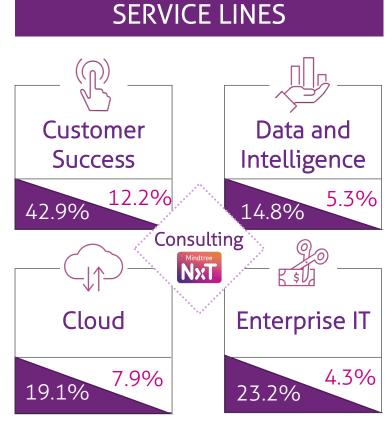
Our Commitment to Maximizing Value

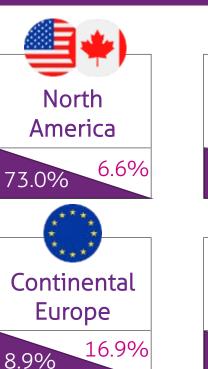




Delivering On Our Simple and Focused Strategy...







GEOGRAPHIES



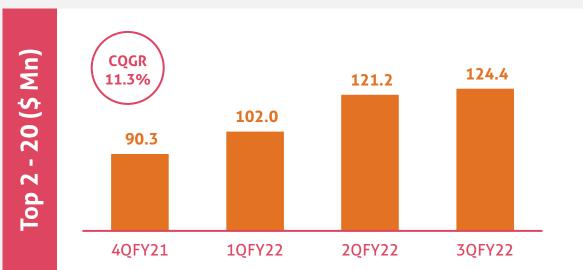
Company CQGR: 8.3%

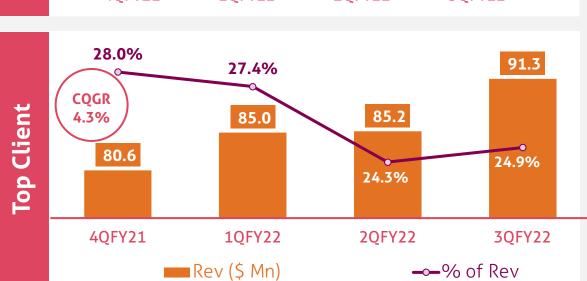


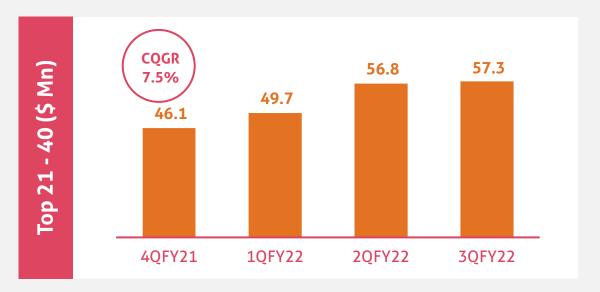




...With Growth Acceleration Across Our Client Bands



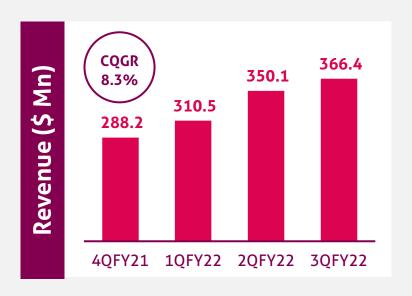


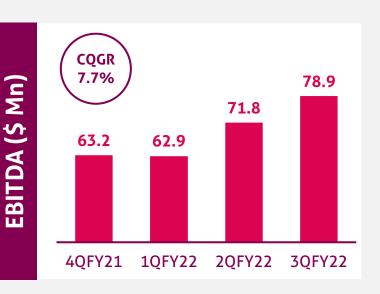


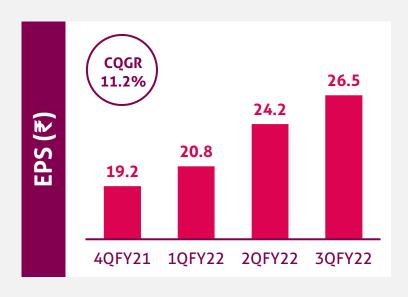
Revenue (LTM)	Q4FY21	Q3FY22
\$1Mn+ clients	118	136
\$5Mn+ clients	44	52
\$10Mn+ clients	20	33
\$20Mn+ clients	7	9
\$50Mn+ clients	1	1
\$100Mn+ clients	1	1

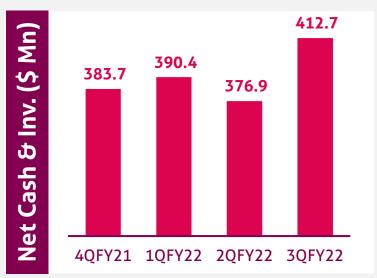


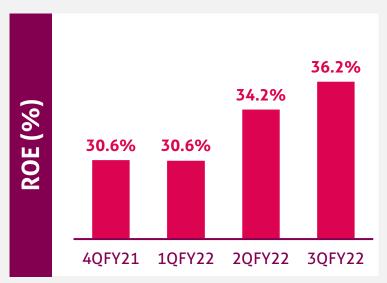
Growing Profitably, With Focus On Efficiency











Strong growth,
driving operating leverage and
sustaining robust margins
through rigorous efficiency
management



Our Disciplined Investments to Drive Future Growth



Expanding Hyperscaler Ecosystem



Select M&A and Structured deals



Go-to-Market and Sales



Industry X.O, Healthcare & Next-Gen Tech



Consulting and Domain capabilities



Environmental, Social, Governance



Distributed Global Delivery Model



Rejuvenating Talent Strategy



Strong Fundamentals, Leading To Maximizing Value

Cash & Investments

At an all-time high \$412.7 Mn

Strong Balance Sheet

3QFY22 OCF to EBITDA at 87.7% | FCF to EBITDA at 77.6%

Market Capitalization

Increased: 92% | Highest: 140%

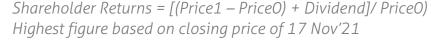
Dividend Payout

Dividend payout ratio 35%+

Shareholder Returns

Superior returns: 94% | Highest returns: 141%

Market Capitalization and Shareholder Returns based on period: 1 Apr'21 – 31 Jan'22





Committed to Long-term Value Maximization



Excellence in Integrated Reporting & High Standards of Governance







Suresh Bethavandu
Chief People Officer

UP NEXT

Rejuvenating Talent Strategy

REJUVENATING TALENT STRATEGY



A Larsen & Toubro Group Company

Get to the future,

+ faster*

Suresh Bethavandu Chief People Officer

Talent Highlights



Headcount (Q3 FY22)

31,959



Attrition

(Q3 FY22 LTM)

21.9%



Nationalities

80+



Diversity & Inclusion

Women: 32.3%

Veterans, LGBTQ+ and Differently abled

Our Work Ethos

Anchored by **PURPOSE**

CARING

For People

LEARNINGWith Curiosity

Delivering Ambitious **RESULTS**



Evolving Talent Trends

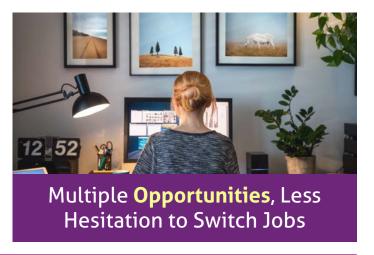












Considerations that influence long and short-term strategy





Rejuvenating Our Talent Strategy

"ONE SIZE FITS ONE"

Customized & tailored strategy based on technology services & employee profile

IN PURSUIT OF "BETTER EXPERIENCE"

Making it an impactful experience for candidates and employees

"GO TO TALENT"

Focus on getting to the right talent, at the right place, at the right time

"One Size Fits One"







Targeted Interventions By Segments

e.g., Trainees, early career, middle and senior leadership.

Meeting **Evolving Aspirations**

for each of the segments.

Aligning Policies & Value Proposition

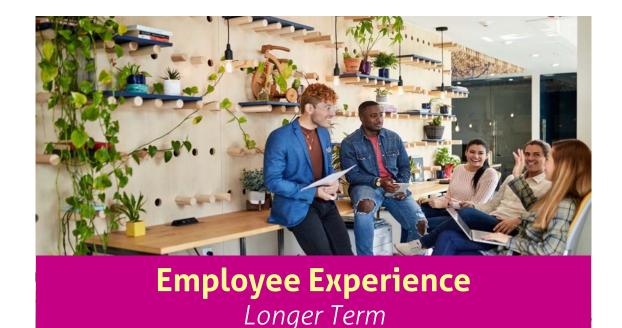
in line with expectations. Refresh continuously.



In Pursuit of "Better Experience"



From interview process to offer rollout, onboarding, seamless transition into the organization



Employee touchpoints across learning & development, performance, career management, and other interactions

Operational Excellence | Best-in-class Systems | Last-Mile Delivery



"Go to Talent" Strategy



Expanding Our **Delivery Footprint**

- Kolkata, Coimbatore, Warangal
- Canada, Poland, Spain
- Expansion in Pune, Hyderabad, Chennai



Exploring New Ways to **Attract Talent**

- High share of internal referrals
- Green channel for ex-employees
- Returnship program
- Enhanced brand recall



Targeted Approach for **Freshers & Trainees**

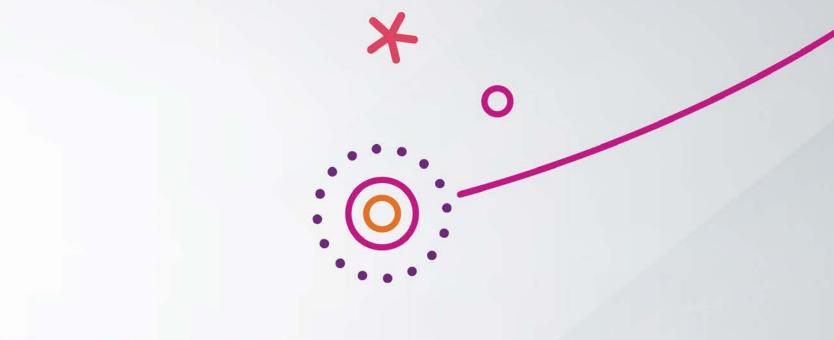
- A differentiated campus strategy
- Mindtree EDGE
- Career-building programs



Taking talent to their aspirations, *faster*







QBA